



Business Development Executive

Location: Bengaluru – JP Nagar (On-site)

Type: Full-time

Experience: 3–5 years

About SaralX

SaralX was founded in July 2023 with a simple belief: technology should include, not exclude. People still struggle to access digital services due to disabilities, SaralX is working to rewrite how the internet is experienced.

In less than three years, we have partnered with 150+ leading Indian brands — including MakeMyTrip, Yatra, Bandhan AMC, EaseMyTrip, redBus, Rapido, Zepto, Money Control, BSNL, CRISIL, Navi AMC, Karur Vysyay Bank, and Kuku FM — helping them make their digital platforms accessible to users of all abilities.

Our work is trusted and backed by institutions that matter. SaralX is incubated at NSRCEL - IIM Bangalore, and supported by respected global and national accelerators such as AssisTech Foundation, ATTVARAN, SACC, Wadhwani Foundation, Seed Stars, and YouthCo:Lab.

We are proud recipients of the I-Innovate Award, and have been empanelled with the Government of India since Feb 2025, enabling us to make government websites and mobile applications accessible at scale.

SaralX is a social impact company committed to building a more inclusive digital world by making technology accessible to people of all abilities. Our mission goes beyond business - we aim to create meaningful change by ensuring equal access to digital experiences for everyone.



Why This Role Matters

As a Business Development Executive, you will work directly with the Founder to drive business development, partnerships, and strategic initiatives. You will play a key role in turning ideas into execution, ensuring momentum across opportunities, and building systems that scale.

This role is ideal for someone who:

- Wants to learn how businesses grow from the inside
- Is excited by ownership and high responsibility
- Can think, execute, and adapt quickly
- Aspires to move into leadership roles in the future

Key Responsibilities

- Work closely with the Founder to support and execute business development initiatives.
- Prepare high-quality proposals, pitch decks, company profiles, and client-facing documents tailored to different stakeholders.
- Conduct market and client research to identify new business opportunities, partnerships, and leads.
- Manage end-to-end follow-ups with prospects and partners via email, calls, and messaging platforms to drive conversions.
- Assist in lead qualification and pipeline management, ensuring timely progress across stages.
- Represent the organization (alongside or independently) at relevant events, conferences, and networking forums.
- Support in partnership outreach and relationship management with key stakeholders.
- Maintain and update CRM/data sheets to track business development activities and outcomes.
- Coordinate internally to gather inputs required for proposals and ensure timely submissions.
- Take ownership of operational BD tasks to reduce the Founder's involvement in routine activities, enabling focus on strategic decisions.
- Identify process improvements to make business development efforts more efficient and scalable.
- Support outbound outreach campaigns, strategic partnerships, and client engagement initiatives to strengthen the company's market presence.
- Build and maintain financial dashboards and business performance trackers to support data-driven decision-making, revenue analysis, forecasting, and business growth initiatives.



Who Is This For

- Candidates with exposure to B2B, startups, or leadership-driven roles preferred
- Individuals who demonstrate a strong sales mindset and are comfortable with outreach and stakeholder interactions
- Strong written and verbal communication skills.
- Good presentation and storytelling ability.
- Proficiency in Microsoft Word, Excel, and PowerPoint.
- Strong market research and analytical skills, with the ability to gather insights and translate them into actionable inputs for business development.
- Comfortable working in a digital-first environment able to effectively leverage online tools, platforms, and resources to drive outcomes and solve problems independently.
- Demonstrates a high ownership mindset proactively figures out how to get things done, navigates challenges, and delivers without requiring constant handholding.
- Ability to work in a fast-paced, high-responsibility environment with attention to detail.
- Candidates looking to build a career in Business Development are encouraged to apply.

Good to Have

- Prior experience in business development, consulting, or founder's office roles
- Exposure to startups or high-growth environments
- Experience in client-facing or partnership roles

What You'll Gain

- Direct exposure to founder-led strategy and execution
- Opportunity to work in a mission-driven organization creating real-world social impact
- A steep learning curve in the startup, impact, and accessibility ecosystem

How to Apply

Click Apply Now and complete the application form. Please ensure all the required information is filled in accurately before submitting your application.

Apply here: <https://saralx.com/careers/>

For any questions or technical issues, contact: career@saralx.com